


**EXECUTIVE SECRETARIAT**

**ROUTING SLIP**


TO:

		ACTION	INFO	DATE	INITIAL
1	DCI				
2	DDCI				
3	EXDIR				
4	D/ICS				
5	DDI	X			
6	DDA				
7	DDO				
8	DDS&T				
9	Chm/NIC				
10	GC				
11	IG				
12	Compt				
13	D/OCA				
14	D/PAO				
15	D/PERS				
16	D/Ex Staff				
17	D/OSWR/DI		X		
18	C/TTAC/OSWR		X		
19	D/OGI/DI		X		
20					
21			X		
22					
		SUSPENSE <u>12 SEP 88</u> Date			

**Remarks**

TO #5: Please respond directly to Mr. Robinson including a negative reply if we have no comments.

ER 88-3514X

  
Executive Secretary

STAT

6 SEP 88  
Date

**3637** (10-81)



United States Department of State

Washington, D.C. 20520

AUG 31 1988

STAT

[Redacted]  
Executive Secretary  
Central Intelligence Agency  
Room 7E13 Headquarters  
Washington, D.C. 20505

Dear [Redacted]

STAT

Standards for identifying high-risk exports for regular end-use verification are required to be published in the Federal Register by October 1, 1988, according to 22 U.S.C. § 2778(g)(7). Please provide your comments if any on the proposed standards below by September 12, 1988.

- o Requested equipment does not match known requirements or inventory of foreign end-user.
- o Requests for spare parts are in excess of projected needs or are for systems not in the foreign end-user's inventory.
- o There is a private intermediary in the proposed export, particularly in sales involving major weapon systems.
- o Customer or purchasing agent is reluctant to provide foreign end-use or foreign end-user information.
- o Performance/design requirements are incompatible with the foreign end-user's resources or environment, or with the foreign consignee's line of business.
- o Stated end-use is incompatible with the customary or known applications for the equipment being purchased.
- o Stated end-use is incompatible with the foreign consignee's line of business.
- o Stated end-use is incompatible with the technical capability of the foreign consignee or foreign end-user.



C-249-11

- o Customer is willing to pay cash for a large value item or order.
- o Little or no customer business background information is available.
- o Apparent lack of customer familiarity with the commodity's performance/design characteristics or uses.
- o Customer/purchasing agent refuses installation or service contracts that are normally accepted in similar transactions.
- o Vague delivery dates or delivery locations are inconsistent with type of commodity or established practices.
- o Freight forwarders are designated as foreign consignees or foreign end-users.
- o Use of foreign intermediate consignee(s) whose location/business is incompatible with purported foreign end-user's nature of business or location.
- o Packaging or packing requirements inconsistent with shipping mode and or destination.
- o Evasive responses to questions regarding any of the above as well as whether equipment is for domestic use, export or reexport.

Sincerely yours,



William B. Robinson  
Director  
Office of Munitions Control